

## Message Text

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61

ORIGIN DOTE-00

INFO OCT-01 ARA-10 ISO-00 EB-07 COME-00 TRSE-00 OMB-01

SSO-00 L-02 AID-05 CIAE-00 INR-07 NSAE-00 RSC-01

INRE-00 /034 R

DRAFTED BY FHWA: WBMCKENDRICK:GFH  
APPROVED BY ARA-LA/EP - SANDY M. PRINGLE  
ARA-LA/E - MR. CLARKE

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O P : 2035Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY QUITO IMMEDIATE

INFO AMCONSUL GUAYAQUIL PRIORITY

UNCLAS STATE 018834

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: ROAD BUILDING EQUIPMENT PURCHASE

REF: QUITO 578 OF JANUARY 24, 1975

1. THIS WILL CONFIRM THAT THE UNITED STATES FEDERAL  
HIGHWAY ADMINISTRATION (FHWA) IS WILLING TO UNDERTAKE  
PROCUREMENT OF ROAD BUILDING EQUIPMENT FOR THE GOVERN-  
MENT OF ECUADOR (GOE). THE CONDITIONS ARE AS FOLLOWS:

A. A SIGNED AGREEMENT AND THE POSTING OF AN IRREVOCABLE  
LETTER OF CREDIT IN A U.S. BANK BEFORE PROCUREMENT CAN  
BEGIN.

B. THE GOE TO SUBMIT REQUISITIONS FOR ALL EQUIPMENT  
ITEMS. FHWA IS WILLING TO ASSIST WITH PREPARATION  
OF REQUISITIONS.

C. ALL COSTS INCLUDING A THREE PERCENT PROCUREMENT  
FEE TO BE BORNE BY THE GOE.

D. FHWA WILL PREPARE SPECIFICATIONS, ADVERTISE AND  
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ASK FOR BIDS, AWARD CONTRACTS, ARRANGE FOR SHIPMENT  
AND DISBURSE PAYMENT TO MANUFACTURERS IN A MANNER MOST  
ADVANTAGEOUS TO THE GOE.

E. THERE IS NO U.S. GOVERNMENT POOL OF EQUIPMENT TO  
TAP. DELIVERY SCHEDULES WOULD RUN FROM TWO TO FOUR

MONTHS FOR SUCH ITEMS AS CONCRETE MIXERS AND CENTER  
LINE STRIPING MACHINES TO AS LONG AS SIX TO TWENTY-  
FOUR MONTHS FOR MOTOR GRADERS. DELIVERIES ARE REFER-  
ENCED FROM TIME OF AWARD OF CONTRACT WHICH CANNOT  
BEGIN UNTIL AFTER SIGNING OF CONTRACT AND POSTING OF  
LETTER OF CREDIT. REALISTICALLY THIS MEANS DELIVERIES  
IN ECUADOR STARTING LATE IN 1975 AND RUNNING THROUGH  
1976 AND INTO 1977.

2. IF GOE WISHES TO PROCEED UNDER THESE CONDITIONS,  
PLEASE ADVISE AND FHWA WILL INITIATE NEGOTIATIONS BY  
DISPATCHING WITHIN TWO WEEKS AN OFFICIAL TO QUITO FOR  
THE PURPOSE OF EXECUTING AN AGREEMENT AND ARRANGING  
FOR THE REQUIRED LETTER OF CREDIT. IN THIS LATTER  
CONNECTION, FHWA WILL NEED TO KNOW THE MINISTRY AND  
OFFICIAL WITH WHOM IT IS DEALING.

3. IF GOE NEEDS ADDITIONAL INFORMATION, PLEASE ADVISE.  
KISSINGER

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** n/a  
**Errors:** n/a  
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**Original Handling Restrictions:** n/a  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Subject:** ROAD BUILDING EQUIPMENT PURCHASE  
**TAGS:** BEXP, EC  
**To:** QUITO  
**Type:** TE  
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